

GL first learned about the idea of “sweat equity” through Habitat for Humanity. The homebuilding non-profit requires the family who will receive a house to log hours participating in the building process. It is the ultimate “hand up, not a hand out,” as it builds community, teaches skills, and invests beneficiaries in the process.

The goal of GL’s fundraising program is the same: we want to open participation to any interested student, but that student must be prepared to work hard to make it happen. We also want to give our participants ownership over the projects they’ll complete at home and in their host country. GL is a small organization. We are steadily building the budget to support more and more financial aid students & projects, but we still rely heavily on fundraising – by staff and students – to support this need annually.

GL officially sponsors two fundraisers to support your efforts: the letter campaign and the benefit auction. It is possible to reach your fundraising goal using a combination of these. If your goal is higher, or you are working on splitting the cost with your parents (or covering it yourself!)\*, you can boost your fundraising using some of these ideas:

1. Donate your birthday! Ask family or friends to contribute to your program costs instead of buying presents. If you want to share this online, we’ll help you create a landing page to receive donations.
2. Host a change drive.
3. Connect with your spiritual community – set up a coffee booth or make a presentation to share your mission and fundraising goal
4. Offer services to your neighbors (*details included in this document*)
5. Host a bake sale! (*details included in this document*)
6. Seek support from local branches of Elks, Rotary, Kiwanis, Lions, etc.
7. Hit up small businesses that you frequent – ask the owner of a restaurant or store you’ve been going to since you were three to sponsor you.
8. Make a presentation at your parent’s business and solicit donations.
9. Exchange services for donations – think babysitting, raking leaves, mowing lawns, putting up Christmas lights
10. Check the links below for even more ideas!

<http://www.juniata.edu/services/osa/100FundraisingIdeas.html>

<https://www.gooverseas.com/blog/40-fundraising-ideas-study-abroad>

*\*If you are not receiving financial aid, any fundraising you do toward your program fees is your responsibility to track and manage within your family. We can offer ideas and support, but these funds will simply be tracked as “family payments” when we receive them.*

To ensure that you reach your fundraising goal, you must create a fundraising plan by November 15th (or sooner if you’d like to get started now!). Creating the plan is simple, just fill out the form below!

Student Name:

What is your fundraising goal?

*For full paying students, this is \$1000. For financial aid students, this is the goal from your award letter.*

How many letters did you send out?

How much money do you think you’ll receive from your letters?

*You can estimate an average of \$50 per letter sent. Low number? Think about sending out 10-20 more. Ask friends to pass your letter along. Send to local businesses or clubs. You can send it in an email. You can put it on your facebook page, your Twitter, your Instagram.*

How many people can you sell auction tickets to?

How much money will you receive from the auction (\$50 per ticket)

*Think teachers, people you babysit for, local family and friends, coaches.*

Add up all the individual goals. Have you reached your total? Great! Make sure you work hard to meet those goals. GL is here to support you, so if you need more letter materials, need ideas for community members to connect to, or want help selling auction tickets, let us know. We want to help!

Haven't reached your goal yet? Use the space below to brainstorm other ways to raise the money, how much you think you can raise, and when you're planning on doing it. Use the ideas we've provide, or come up with your own.

Fundraiser	When I'll do it	How much I can raise

Total:

Need help? Let's brainstorm together! Contact Laurel (970-231-1125) to set up a time for you and your parents to talk about your fundraising plan.

	Letters	Auction	Other Fundraisers
Details (# sent or sold, which fundraiser, etc.)	Sent	Tickets sold	
Amount to raise			

Total:

*This should be equal to your goal.*

You can monitor your fundraising through the student portal. We'll check in periodically throughout the year to make sure you're staying on track, and to help you adjust your plan if you need to. We know that with some hard work, you'll be able to reach your goal, and we'll do everything we can to help you get there. Let's make this happen, and create change together!

### How to offer Neighborhood Services!

Offering your neighborhood your services is a fundraising alternative to selling an item. You'll find that people will greatly appreciate your willingness to give your time and effort to them. Get creative with what you can offer—think about your personal talents and strengths—How can you play off of them?

Here are some possible ideas:

- Babysitting
- Lawn-mowing
- \*\*Leaf-Raking/Driveway Sweeping
- Window-Washing
- Dog-Walking
- \*\*House/Pet-sitting (especially over holidays)
- Tutoring
- Grocery Pick Up
- Services for Elderly
- Computer help
- Car Washing
- \*\*Wood Chopping
- Yard/House Maintenance
- Meal Drop-Off
- Personal Craft sales

What services can you offer?:

To Whom?:

To Get Started:

1. Create a flyer—explaining the program and offering your services.
2. Go around your neighborhood
  - a. Offer the flyer in person and
  - b. Bring your GL calendar. See if you can commit people then-and-there to a time.
3. Ask permission to post your flyer at local community centers, in teacher lounges, libraries, etc. (Be sure your contact info is on the flyer)
4. Tell potential customers you are accepting donations for these services--let them donate based on what they think is appropriate but establish the amount before you provide the service.

## How to host a bake sale!

- Possible locations:
- Churches
- Christmas tree Farms (with hot chocolate or cider!)
- Community Sports Events (soccer clubs, etc)
- Schools
- Small businesses
- Grocery Stores

Several weeks before:

- Partner up! You can organize this yourself, or partner with a friend to split the planning and the proceeds.
- Contact location and get permission to hold a bake sale
- It can be a one or two-day event
- If a business, ask their advice as to the busier times of day when you would be able to make the most sales
- Find out what they will supply and what you need to bring: Tables? Chairs?

Pre-bake sale preparation:

- Make posters &/or get large posters from GL (these are available in I-5)
- If appropriate (such as in a school or at a church), advertise your bake sale 1 or 2 days in advance
- Gather volunteer bakers—bakers need not sell—that's your job! Ask friends/family to donate homemade baked goods
- Coordinate who will bring necessary supplies (tablecloth, table, chairs, moneybox, etc)
- Be specific about # of baked goods each participant should bring
- Schedule your specific time(s)
- Call or email donor-bakers 4 or 5 days in advance to be sure they have remembered; make sure they call back to confirm.
- 1-2 nights before, arrange location/time for bakers to drop off baked goodies

The Baked Items:

- Try to include as many homemade items as possible, rather than repackaging store-bought baked goods

- Decide how you wish to sell them, either individually or in groups of 6 or 1 dozen; or sell both ways
- If you package the goods in dozens, wrap nicely in clear wrap and perhaps tie with a ribbon, etc; the nicer wrapped items seem to sell first! Please don't over-pack!
- Be Earth Friendly! Try to avoid disposable items. For example, if you have a plate of cookies, buyers can choose what they want and simply use a napkin to carry it. Conserve resources and don't over-pack, etc.

The Day of the Bake Sale:

- Arrive early to set up
- Go and re-introduce yourself to the manager of the business, etc.
- Don't price items—let people make donations.
- Set up—use GV Posters/Presentation Boards
- You will need plenty of change and a secure money box with a lid; always keep it close to you
- Have Global Leaders literature on the table
- Talk to your customers about the GL program. TALK to the people and TELL them what you are raising money for. Make them feel that they WANT to help you all that they can. Tell them about all the service work you are doing in California before and after the trip and all the work you will be doing in Guatemala or Ghana.
- Let customers pick up their own individual unwrapped items so that you don't need to touch them

After the Bake Sale:

- Count money and put in sealed envelope and give to GL staff with names of all participants and a description of how you raised the money (ie: "BAKE SALE & DATE)
- Write a thank you letter to the owner, etc. who allowed you to use the space (preferably on GL Letterhead)